

High Fuel Costs are Likely Here to Stay

Sales Tips Fuel Costs Arising

High fuel costs are likely here to stay. Operators of vessels with WESMAR stabilizers are in a better position than most in respect to fuel cost, because WESMAR's stabilizers save fuel. The fin is designed to not add weight. Instead it adds positive buoyancy: less weight, less fuel used. In addition, the wing fin profile creates lift, minimizing drag.

WESMAR stabilizers are installed for the aspects of comfort, improved vessel handling and reduction of sea

sickness. But in addition to these admirable features, it has been proven time and again that a straight, steady course is fuel efficient.

You owe it to your non-stabilized customers to alert them to the fact that along with improving their boating life immensely, a set of WESMAR stabilizers will save fuel and all the positive things that go along with it.

Included are two interesting articles on commercial vessels that operate in the sometimes very rough Pacific Northwest waters.

These vessels are in service most of the time. The operators say they would

not operate without WESMAR stabilizers and the addition of stabilizers saved fuel.

One has operated for 9 years and the other 15 years with minimal maintenance costs. Tell your prospects about this as well.

WESMAR has found that after the fatigue, seasickness and stress of a rough passage, owners of unstabilized vessels spend a great amount of time cleaning the salt spray from the decks and superstructure, while those who ran the same seas, with a WESMAR stabilized hull, had minimal cleanup and arrived refreshed to to enjoy their destination.

WESMAR stabilizers have saved fuel for the Ferry Victoria Express, the Longliner Silver Lady and the Charter Cruiser JAMAL



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Annual Dealer Seminars...

We hope to see you in June or August for one of the annual WESMAR seminar/workshops. These two-day events have become very popular and WESMAR has trained hundreds of technical and marketing personal who sell and install WESMAR systems around the world. This year attendees will learn about the new APU - Auxiliary Propulsion Unit, plus review updates to the stabilizer systems, bow and stern thrusters, and Central hydraulic systems.

These hand-on workshops and system updates are essential for new employees and a good refresher for everyone.

Call WESMAR today to make your reservation for the June 9 and 10 or the August 18 and 19 seminar.

U.S. to B.C. Ferries Offer Smoothest Rides and Save Fuel, with WESMAR Stabilizers

Captain Jack Harmon, owner of the Victoria Express passenger ferry service (www.victoriaexpress.com) does both trips on his vessels *Victoria Express* and *Victoria Express II*. Captain Harmon has put together a unique lifetime experience for his passengers and relies heavily on WESMAR stabilizers. With WESMAR stabilizers, the passengers ride in incredible comfort and a minimum amount of fuel consumed.

"We love them," he said in a recent interview. "They are awesome."

"In addition to the comfort, they lessen crew fatigue and allow operators to maintain speed even in rough weather."

Harmon said one reason they chose the WESMAR is availability of spare parts and the easy access to the com-



pany, although they have had virtually no need for spare parts for either the WESMAR thrusters or stabilizers in the 9 years of operation.

A spare breakaway fin was purchased with the initial order as floating logs are common in their cruising area; however the spare fin is still in the warehouse.

Harmon says he found the WESMAR brand to be very cost competitive, with maintenance spare parts costs negligible. (Complete story enclose.)

Seminar Schedule

Day One – Bow Thrusters

- New Stainless Steel Thruster Design
- 24/48 Volt DC Operation & Packages
- AC Operation and Testing
- Newly designed 2-bolt mounting
- Control station wiring
- Installation Review Bow & Stern
- Service Troubleshooting
- Test Tank Review
- DC Pro – Electric motor and drives
- APU Demonstrations & Installations

Day Two – Roll Fin Stabilizer Systems

- Electronics/Gyro/Consoles
- Pros & Cons of fin winglets
- Results of Test tank reports
- New reservoir design self contained
- Fin Sizing
 - Installation and Set-up
 - Hydraulic Combination Packages
- Basic Troubleshooting

“The Stabilizers are absolutely fuel savers. Without them we would have to change course at times to operate safely and comfortably.”

Captain Jim Hanna

Jim Hanna, a long-time boater is passionate about boats and the waters he travels, so his 1970-built Hatteras (which he totally renovated in 1991) was not a whimsical purchase.

The MV JAMAL, is a 75-foot ocean trawler, one of only seven hulls constructed to ocean-going specifications by Hatteras Yachts. Add WESMAR Roll Fin Stabilizers, as Hanna did, and cruising is unsurpassed in comfort and safety..

“Our business is exclusively private yacht charters. We are a U.S. Coast



Guard inspected vessel certified to charter the boat. “A cruise boat like the JAMAL (a round bottom boat), has to

be comfortable and safe, and that is especially important with charter boats,” says Hanna.

“We operate in rough weather. Going up and down the coast, and traveling up and back to Alaska the boat encounters very rough waters. The WESMAR stabilizers lessen crew fatigue, guest fatigue and seasickness.

“They are absolutely fuel savers. Without them we would have to change course at times to operate safely and comfortably. We could not be without them now. I would not travel without them.” (Complete story enclosed.)

Longliner Says fuel savings is 10 to 15%

Anyone longlining for cod, halibut, and albacore can appreciate the value of stability and lift in rough waters. By maintaining full boat speed in rough weather conditions fishing boats are more efficient and safer, and, says Bill Hammer, owner of the 56-foot Longliner FV Silver Lady. Fuel savings was a big item. He estimates a savings on fuel at between 10 and 15%. With the stabilizers he can back off his throttle 100-150 RPM and still maintain the original speed so his efficiency has increased. He has the Wesmar RS1600, 16 –square-foot system. After fishing with stabilizers, he can’t imagine operating without them.



WWW.WESMAR.COM Gets New Look

The WESMAR website has been updated and expanded to better meet dealer’s needs and to better reflect WESMAR’s international presence. The site has been translated to Spanish, Chinese and Russian and we hope to expand from there. For dealers advertising templates and installation and operations manuals are being added. Product information has been updated and expanded. This is a good opportunity to visit www.wesmar.com right click on the front page and email it to your customers.



News from the boat yards

MCP Yachts Expanding Operations

WESMAR congratulates MCP Yachts of Brazil on their recently announced plans to triple the size of their production facilities.

MCP Yachts is near Sao Paulo, Brazil, and has been using WESMAR bow thrusters and hydraulics on their luxury yachts, ranging in size from 76 to 115 feet, for several years.

This year they began adding the WESMAR stabilizer systems (along with WESMAR bow and stern thrusters and central hydraulics) as standard equipment on their new line of 76 footers.

“MCP yachts uses only the highest quality equipment to ensure best performance and reliability,” said the company in a press release. Wesmar is honored to have been chosen among those suppliers.

The new manufacturing facility is shown in the rendering above. MCP says they will open the second plant in January 2009 and that it will give them the ability triple their orders with their suppliers. It will accommodate vessels up to 140 feet in length. Currently production is limited to vessels up to 115 feet. The new facility is projected to produce six vessels per year. The facility will serve as an ideal stopover for the maintenance and repair of megayachts that cruise the Brazilian coast.

MCP vessels are luxurious high-performance aluminum yachts that feature the highest quality equipment. MCP is among the leading builders of this type of vessel in South America. For more information visit www.mcpyachts.com.br.



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